

SBA One Demo July 26, 2016

For technical assistance,
call the AT&T Helpdesk at 888-796-6118
Thank you!



SBA One Demo July 26, 2016

Presenters: Coralie Myers, Lisa Lerner, and Pat Johnson



Acknowledgement

We would like to thank Lisa Lerner, Coralie Myers and Patricia Johnson from SBA Simplified for their time and providing information regarding their experience in lending and working on SBA loans from their perspective.

All opinions, conclusions, and/or recommendations expressed herein are those of the presenters and do not necessarily reflect the views of the SBA.



Points to Remember About SBA One

- A Work in Progress
- Give Feedback @ <u>SBA.One@bnymellon.com</u>
- Populates SBA forms
- Replaces Authorization Wizard
- Lenders ultimately responsible





About This Demo

- General overview of one sample loan.
- Data input in advance (names, addressed) to focus on key points
- Different loans have different screens, depending on variables.



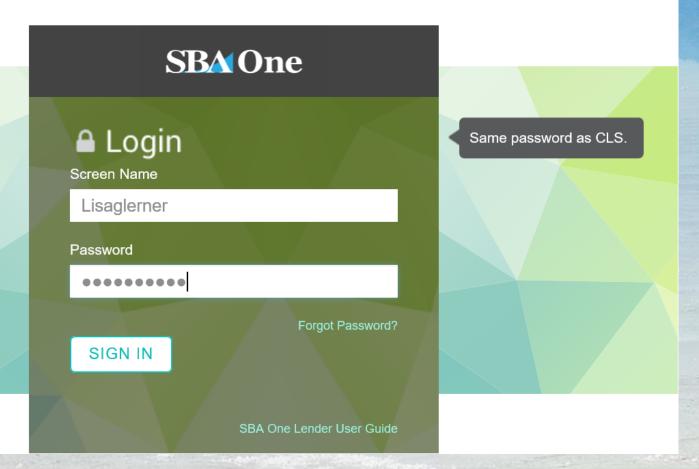


Demo Loan Details Skinny Jeans, Inc. (Sub-S) dba Curvy Girls

- Project: Start up Fitness Studio in Post Falls, Idaho, targeted to, but not exclusive to women.
- Owner/Guarantor: Tammy S. Jeans, a single woman
- Loan terms: \$150,000, 7yr. Term, Initial Rate 6%, adjusted monthly
 2.50% over WSJ Prime. Guaranty Fee: 0%.
- Use of Proceeds: \$100,000 to purchase machinery & equipment,
 \$10,000 to purchase furniture, & \$40,000 working capital
- Equity injection: \$50,000 for leasehold improvements
- Collateral: 1st Security Interest in chattels, (no fixtures or auto).
 Landlord lien waiver & Lease for term of loan required
- Conditions: Life Insurance \$150,000, Hazard Insurance

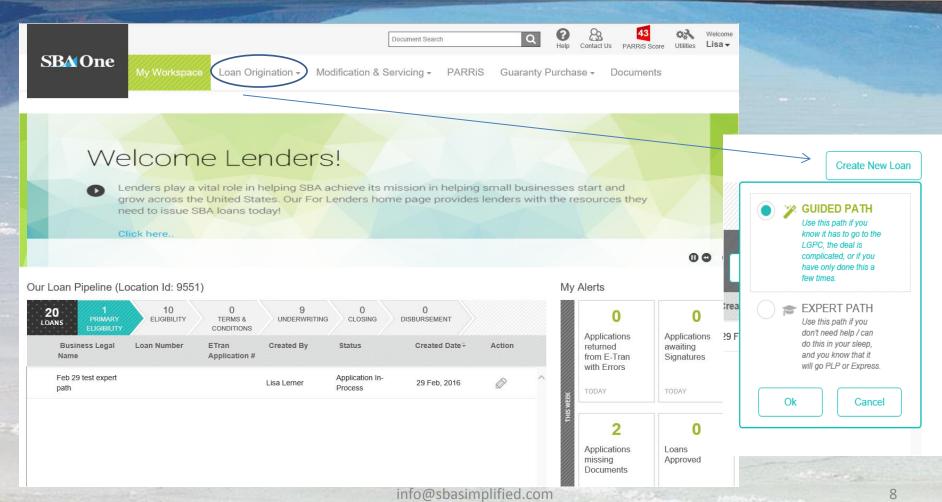


Log in to SBA One



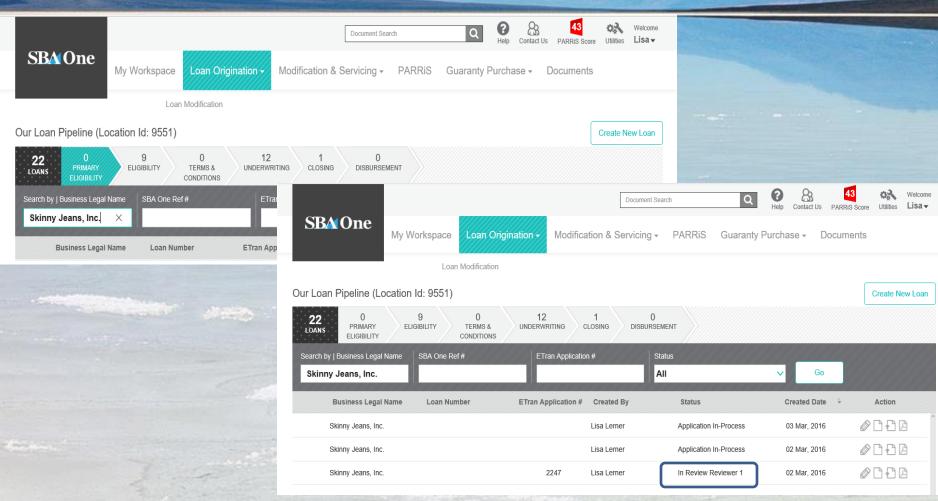


Create a New Loan



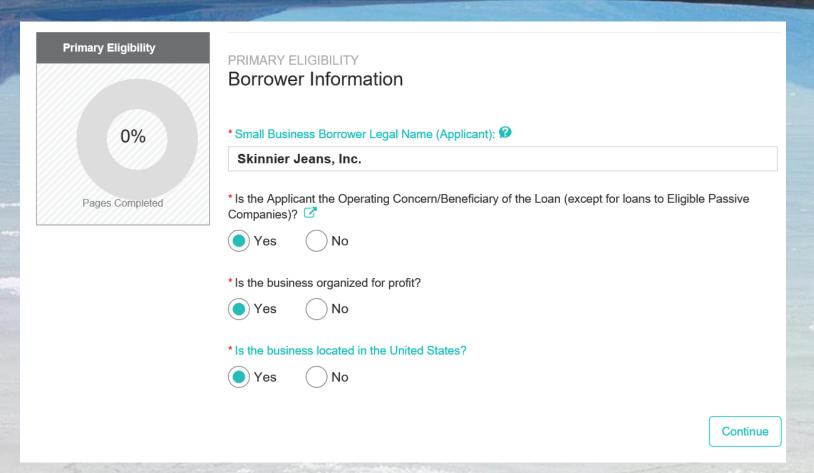


Resume Working on a Loan



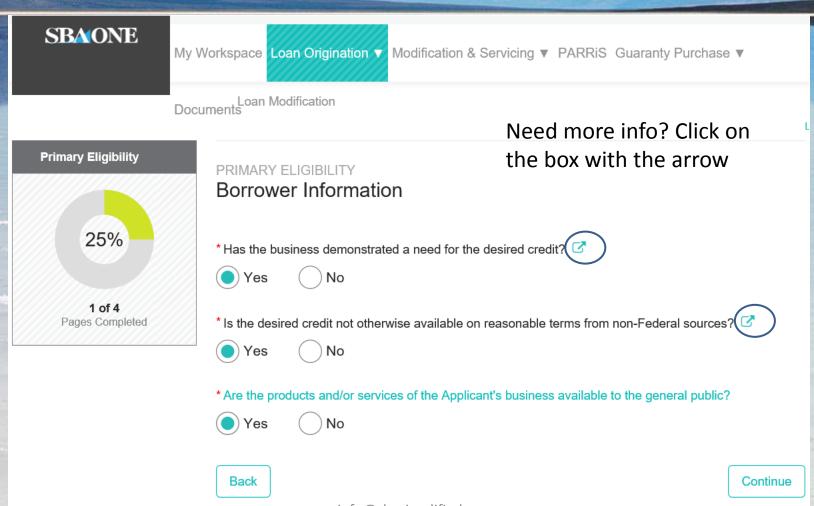


Primary Eligibility





Primary Eligibility





Primary Eligibility

· If you click on

* Is the desired credit not otherwise available on reasonable terms from non-Federa	ıl sources? 🗹
Yes No	

You will see this screen:

Acceptable factors are those that demonstrate an identifiable weakness in the credit or exceed policy limits of the lender include, among others :a) The business needs a longer maturity than the lenders policy permits (for example, the business needs a loan that is not on a demand basis); b) The requested loan exceeds either the lenders legal lending limit or policy limit regarding the amount that it can lend to one customer; c) The lenders liquidity depends upon selling the guaranteed portion of the loan on the secondary market; d) The collateral does not meet the lenders policy requirements; e) The lenders policy normally does not allow loans to new businesses or businesses in the applicants industry; and/or f) Any other factors relating to the credit that, in the lenders opinion, cannot be overcome except for the guaranty. These other factors must be specifically documented in the loan file.



Primary Eligibility Section

PRIMARY ELIGIBILITY Borrower Information
*No Principal is subject to an indictment, criminal information, arraignment, or other means by which formal criminal charges are brought in any jurisdiction. Yes No
*No Principal has been arrested in the past six months for any criminal offense.
Yes No
*No principal, for any criminal offense - other than a minor vehicle violation - is on any form of parole or probation (including probation before judgment).
Yes No
*No principal, for any criminal offense - other than a minor vehicle violation - has ever:
 Been convicted; Plead guilty; Plead nolo contendere;or Been placed on pretrial diversion
Yes No



Primary Eligibility Section

PRIMARY ELIGIBILITY Borrower Information	
*Purpose of loan is not to provide or to refinance funds used for payments, distributions, or loans to Associates of the Applicant, or to a Small Business Investment Company No	
*Loan is for a purpose that will benefit the small business. Yes No	
*No loan funds will be used to pay delinquent IRS withholding taxes, sales taxes or other funds payable for the benefit of others. Yes No	
Back	



Navigating in SBA One

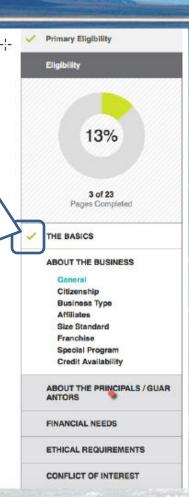
Remember –

If it isn't

checked, the

Section is not

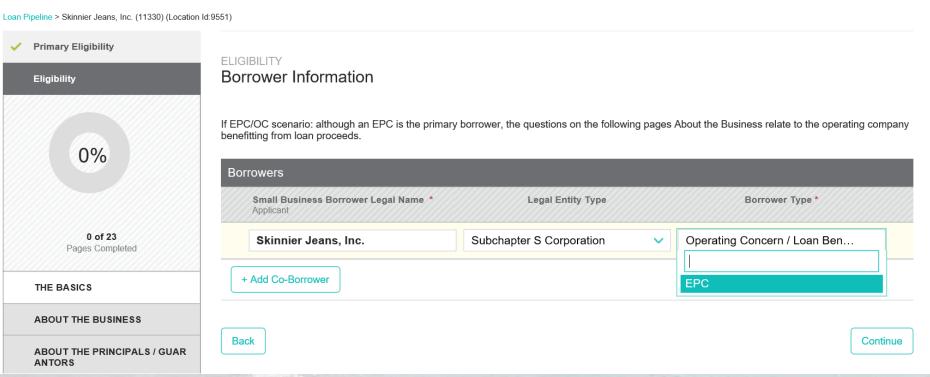
Complete!



Sections:

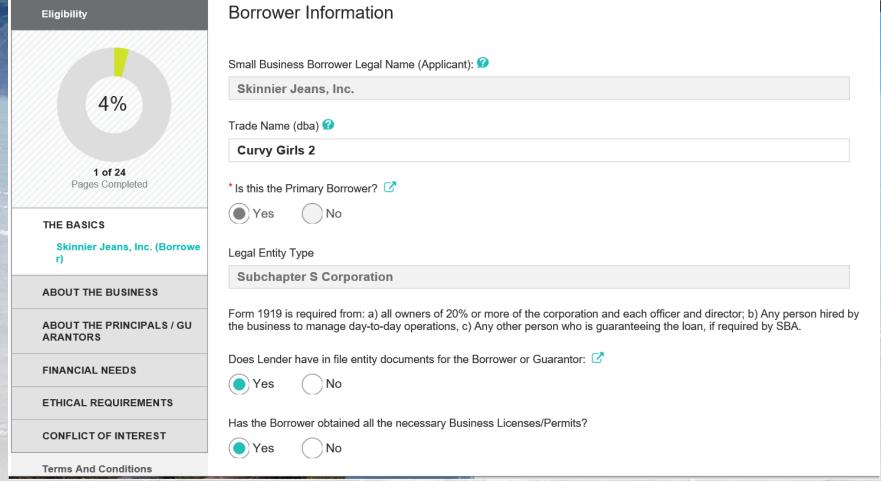
- Primary Eligibility
- Eligibility, About the Business
- Eligibility Principals/Guarantors
- Terms & Conditions
- Lender Contact
- Underwriting
- Credit Analysis
- Collateral
- Insurance
- More when applicable



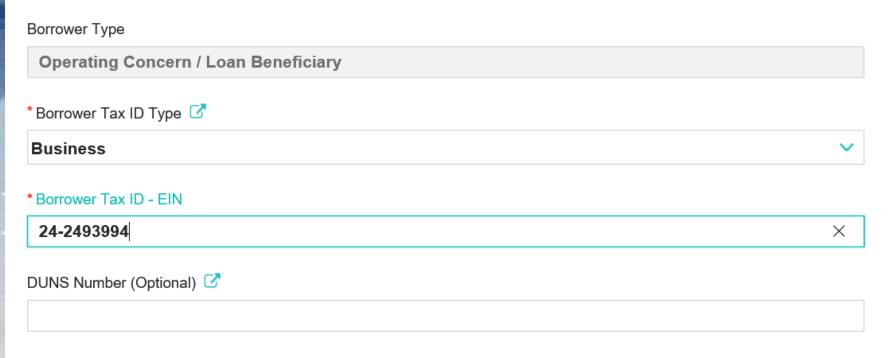


If the Loan is to an EPC, you MUST input the EPC name as the Borrower HERE.

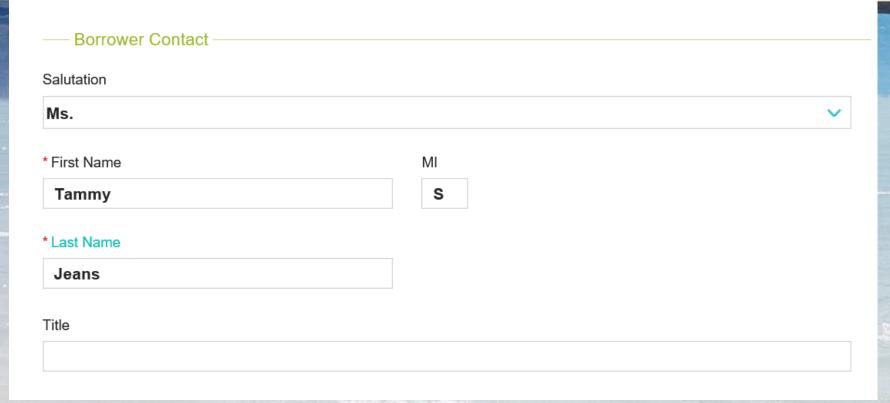














— Borrower Address —
* Address Line 1:
77 Sunset Street
Address Line 2:
* Zip-Code
83854
* City
Post Falls
* County
Kootenai
State
Idaho
* Phone Number 🚱
(208) 555-5555

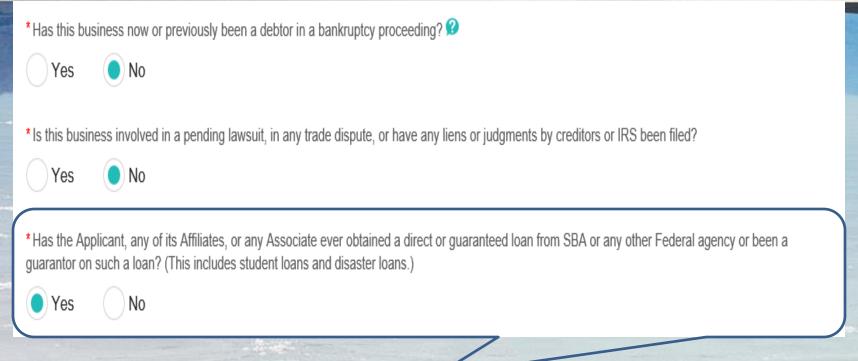


tammy@curvygirls2.com	
Confirm Email: 😰	
tammy@curvygirls2.com	
* Is business location same as borrower's address?	
Yes No	
* Is mailing address same as borrower's address?	
Yes No	



Let's Gather Some Information About The Business	
Let's Gather Joine Information About The Dusiness	
* What is the age of business?	
Startup, Loan Funds will Open Business	
* In which sector is the business located?	
Rural Urban	
* What is the existing number of employees currently employed by the business?	
0	
* What is the number of jobs to be created as a result of the loan?	
6	
* What is the number of jobs that will be retained as a result of the loan that would have been lost otherwise?	
0	
* Are any of the applicants' products or services exported or does the applicant plan to begin exporting as a result of this loan? Yes No	
*I les this husiness nous as are signals have a debter in a heater makes are adding?	





Note: If you do not answer this question yes, an SBA loan (active, closed or paid off) cannot be added later. Do not include applications in process here.



*Has the Applicant, any of its Affiliates, or any Associate ever obtained a direct or guaranteed loan from SBA or any other Federal agency or been a guarantor on such a loan? (This includes student loans and disaster loans.) Yes No
* Is any of the financing currently delinquent? Yes No
* Did any of this financing ever default and cause a loss to the Government? Prior Loss To The Government Yes No

Note: If any federal financing, including SBA, is delinquent or in default, the loan request must be processed by the LGPC.



Yes No	
*Has the Applicant, any of its Affiliates, or any Associate ever obtained a direct or guaranteed loan from SBA or any other Federal agency or been a guarantor on such a loan? (This includes student loans and disaster loans.) Yes No	
* Is any of the financing currently delinquent?	
Yes No	
*Did any of this financing ever default and cause a loss to the Government? Prior Loss To The Government	
*Even if you intend to complete the loan as a the answers to questions such as delinquent debt or lawsuits may result in the system req	federa

*Is this business involved in a pending lawsuit, in any trade dispute, or have any liens or judgments by creditors or IRS been filed?

submission to the LGPC.



* All Outstanding & Approved SBA Loans 😢			
\$ 150,000			
* Is/are existing SBA loan(s) current? Yes No			
* Is the business owned 51% or more by a Veteran and/or spouse of a Veteran? Veterans Advantage Yes No			
* Is the loan collateralized?			
Yes No			
* Is any real property collateral potentially eligible for/on the National Register of Historic Places? Yes No			
* Is the applicant purchasing an existing business (stock or asset purchase)? Yes No			



* Did you obtain an external credit score for this business?	
Yes No	
* Have you checked the CAIVRS system to determine if the business or any of its Associates have outstanding Delin Federal Debt? Yes No	quent
* Has the applicant been identified on CAIVRS as a delinquent debtor? Yes No	
Back	Continue



Let's Gather Some Information About The Business

*Is the loan request for a Community Advantage Pilot Program loan?

Yes No

Back

Continue



FLIGIBILITY Let's Gather Some Information About The Business * Are all the Associates of the business either U.S. citizens or non-U.S. citizens whose status has been verified with USCIS or SBA within the last 6 months, or: 1. If the individual reported an offense on SBA Form 912, then verification was obtained even though 6 months had not elapsed, as the offense may put their status at risk; and 2. For non-LPRs, verification was obtained for each loan application, even if 6 months had not elapsed, as their status can be revoked at any time.? Select the one that applies: * Is the business at least 51 percent owned by individuals who are U.S. citizens and/or who have Lawful Permanent Resident (LPR) status, whose status lender has verified with the USCIS or SBA, AND will control the management and daily operations of the business? OR No * Is the business at least 51 percent owned by aliens with an alien status other than LPR, which lender has verified with the USCIS or SBA; the lender has determined that continual and consistent management of the business has been provided by a U.S. citizen or by an LPR, whose status lender has verified with the USCIS or SBA, for at least one year and will continue indefinitely; AND collateral within the jurisdiction of the U.S. is pledged that meets the requirements of SOP 50 10. (Businesses less than one year old do not meet these requirements.) Yes



ELIGIBILITY

Let's Gather Some Information About The Business

- *Applicant is or does one of the following?
 - 1. Primarily engaged in the business of lending
 - 2. A passive business owned by developers or landlords that do not actively use or occupy the assets acquired or improved with the loan proceeds that is not an Eligible Passive Company
 - 3. Bail bond company
 - 4. Life insurance company
 - 5. Located in a foreign country or owned by undocumented (illegal) aliens
 - 6. Pyramid sale distribution plan
 - 7. Any illegal activity
 - 8. Principally engaged in teaching, instructing, counseling or indoctrinating religion or religious beliefs, whether in a religious or secular setting.

 (An Applicant is not ineligible merely because it offers religious books, music, ceremonial items and other religious articles for sale. The lender must consider the overall activities and business environment of the Applicant.)
 - 9. Consumer or marketing cooperative
- 10. Earns 1/3 or more of its gross annual revenue from packaging SBA loans
- 11. Derives directly or indirectly more than 5% of its gross revenue through the sale of products or services, or the presentation of any depiction or displays, of a prurient sexual nature or that presents any live performances of a prurient nature (The lender must consider whether the nature and extent of the sexual component causes it to be prurient.)
- 12. Primarily engaged in political or lobbying activities
- 13. A speculative business (such as oil wildcatting, mining and research & development)

Examples of Ineligible Types of Businesses

Links to detailed page on types of ineligible businesses.







Let's Gather Some Information About The Business
* Is the applicant a pawn shop?
Yes No
* Is the applicant a mortgage service company?
Yes No
* Is the applicant a business that is primarily engaged in subdividing real property into lots and developing it for resale on its own account or in owning or purchasing real estate and leasing it for any purpose?
Yes No
* Is the applicant a motel, recreational vehicle park, campground, marina or similar type of business?
Yes No
*Is any of gross annual revenue of the applicant business derived from gambling?
Yes No

Required by SOP 50-10-5H:

"Fitness centers that target one gender are not ineligible IF they permit both men and

women to join and/or use the facility. Lenders

MUST document the file with the following:



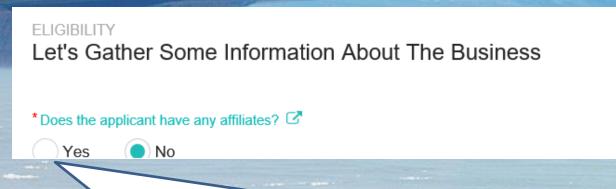
Eligibility-About the Business

ELIGIBILITY

Let's Gather Some Information About The Business

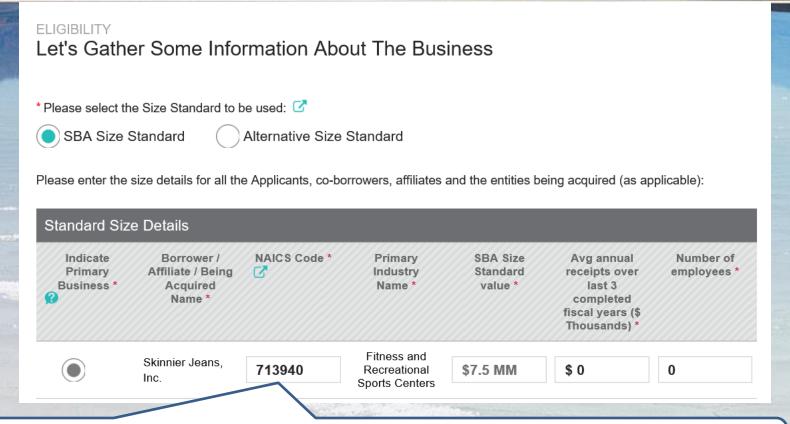
Yes	No usiness limit the number of memberships for reasons	1. Affidavit signed by the Small Business Applicant that both men and women are allowed to join and use the facility; AND	
Yes * Is the applie Yes	No Cant a government-owned entity? No	Evidence that the facility is open to both men and women, such as 2 single-sex bathrooms or locker rooms, brochures/flyers stating that both men and women are welcome, or actual membership demographics.	
*Does the applicant appear to be connected, associated or affiliated with a religious organization or to have a religious component?			
Yes	No		
* Does the ap	pplicant appear to have a business aspect of a prurier	it sexual nature? 🗹	
Yes	No		





If **Affiliates** are checked YES, the program will ask questions regarding which business is the primary business (otherwise grayed out), and will ask for information to determine if the affiliates meet the size standard as well.





Once you enter the NAICS Code, the program looks up the applicable size standard. If you don't know the code, there is a direct link to the NAICS website.



ELIGIBILITY

Let's Gather Some Information About The Business

Does the combined size calculation of applicant, its affiliates and acquired business(es) meet the size standard for the primary industry AND the size standard for the applicant, whichever is higher?



Note that the answer is already filled in, as the program has determined from the previous page that it meets the size standards.

ELIGIBILITY

Let's Gather Some Information About The Business

A finding that the agreement is acceptable under this section means that the agreement does not impose unacceptable control provisions on the Small Business Applicant which would result in affiliation. The fact that the agreement is acceptable does not mean that the Small Business Applicant is eligible; therefore, lender must consider all other size, eligibility and underwriting requirements specific to a respective loan applicant/application in accordance with this SOP 50 10.

*Does the applicant business have a franchise/license/dealer/jobber or similar agreement? 🗹







ELIGIBILITY Let's Gather Some Information About The Business
* Is the lender aware if the application was previously submitted to SBA under any SBA program, including SBA Express, Export Express, PLP, CLP, 7(a) Small Loan, Community Advantage or standard 7(a)?
Yes No
*Will the loan be collateralized by commercial property that will not meet SBA's environmental requirements or that will require use of a non-standard indemnification agreement?
Yes No
ELIGIBILITY Let's Gather Some Information About The Business
*Has the applicant paid or committed to pay a fee to a third party to assist in the preparation of the loan application or application materials; or has the applicant or lender paid or committed to pay a referral agent or broker a fee?
Yes No



Eligibility-About the Business

ELIGIBILITY

Let's Gather Some Information About The Business

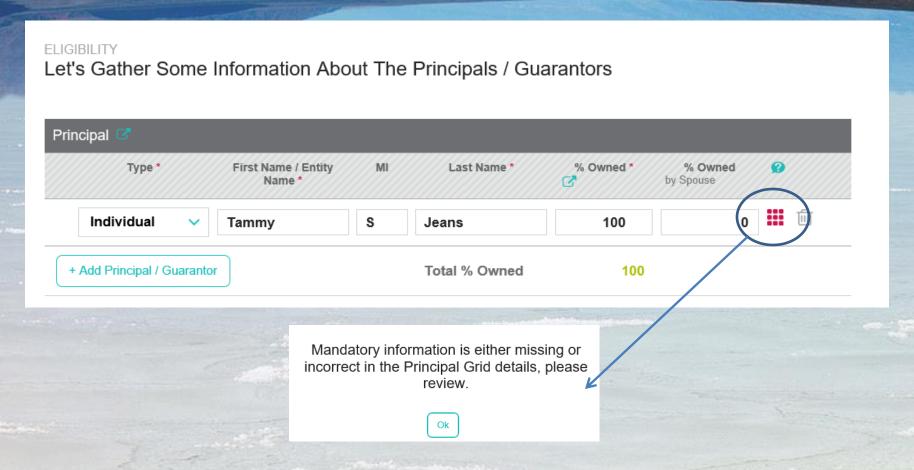
The lender has assessed the borrower's access to credit outside of this SBA-guaranteed loan and determined that such credit is not available elsewhere on reasonable terms from non-Federal sources; and the lender's loan file contains documentation that specifically identifies the factors in the present financing that meet the Credit Unavailable Elsewhere Test.

Note: There should be at least another reason besides a) the liquidity of the lender depends upon the guaranteed portion of the loan being sold on the secondary market; or b) the guaranty is to allow the lender to exceed its legal lending limit, in order for the loan to be eligible for SBA's loan guaranty.

* Does the le	nder's liquidity depend upon selling the guaranteed portion of the loan on the secondary market?
Yes	● No
*Does the re customer?	quested loan exceed either the lender's legal lending limit or lender's policy regarding the maximum amount that it can lend to one
Yes	● No
* Does the bu	isiness need a longer maturity than the lender's policy permits (for example, the business needs a loan that is not on a demand basis)?
Yes	No
* Does the co	ollateral not meet the lender's policy requirements?
Yes	● No
*Does the le	nder's policy normally not allow loans to new businesses or businesses in the applicant's industry?
Yes	No
	ny other factors relating to the credit that, in the lender's opinion, cannot be overcome except for the guaranty. These other factors must y documented in the loan file.
Yes	No

Be sure to COMPLETELY **DETAIL** the reasons credit is not available elsewhere for this loan in the credit memo. **Reminder:** The first two listed here are no longer relevant!

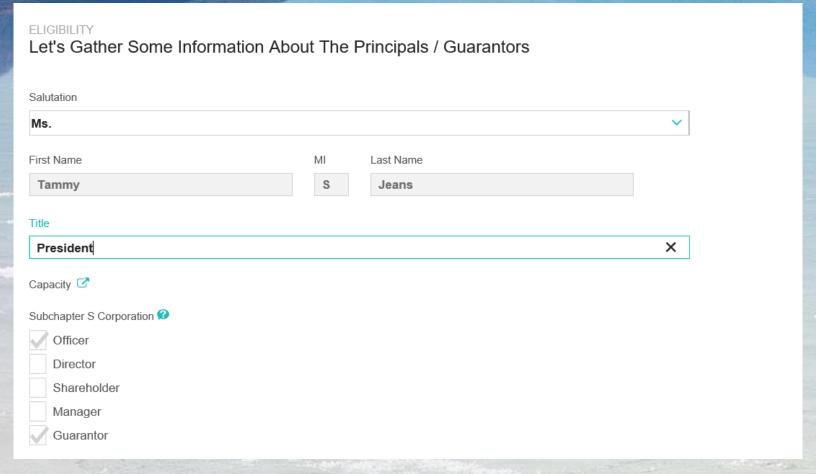




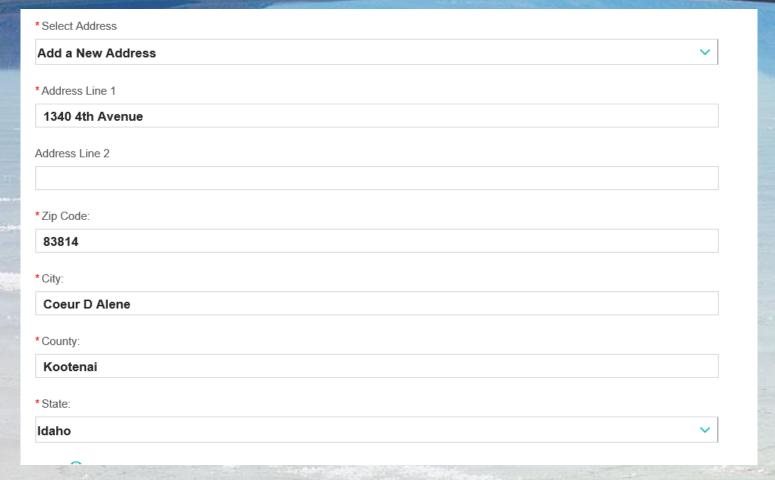


Detail (tammy s jeans)	
* Capacity (Subchapter S Corporation)	Officer Director Shareholder Manager Guarantor
* Form 1919 Required?	Yes No
* Include in E-Tran XML? 😰	Yes No
* SSN	XXX-XX-XXXX
* Is this an Affiliate?	Yes No
	Ok





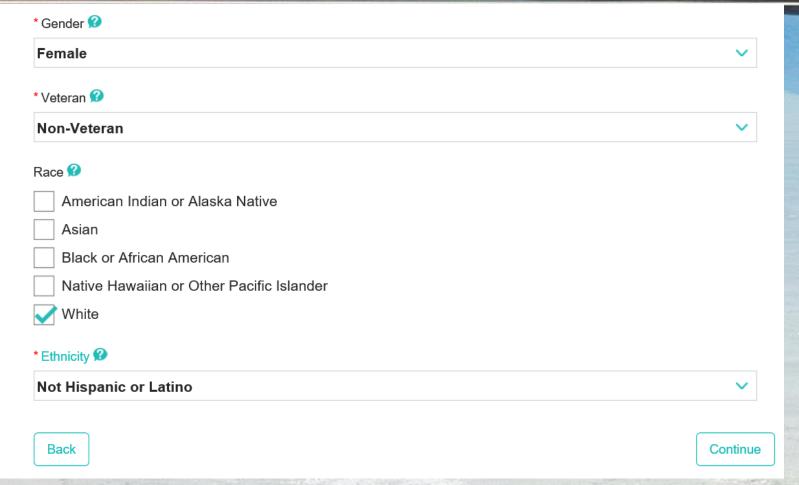




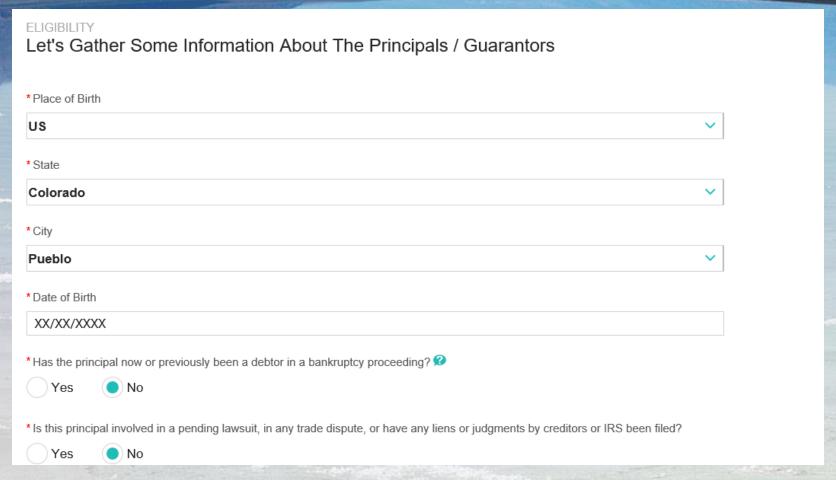


E-Mail 🕜
tammy@curvygirls2.com
Confirm E-Mail 😥
tammy@curvygirls2.com
* Individual: SSN
XXX-XXXXX
*Guaranty Type 🚱
Full
* Is Guaranty Secured ? Yes No
* Did you (the lender) obtain an external credit score for this principal?
Yes No
* Is the Principal a US Citizen?
Yes No











* Is the principal presently subject to an indictment, criminal information, arraignment, or other means by which formal criminal charges are brought in any jurisdiction?
Yes No
*Has the principal been arrested in the past six months for any criminal offense?
Yes No
*For any criminal offense - other than a minor vehicle violation - has the principal ever:
 Been convicted; Plead guilty; Plead nolo contendere; Been placed on pretrial diversion; or Been placed on any form of parole or probation (including probation before judgment)?
Yes No
*Is the Principal OR Guarantor presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency?
Yes No
* Is the Principal more than 60 days delinquent on any obligation to pay child support arising under an administrative order, court order, repayment agreement between the holder and a custodial parent, or repayment agreement between the holder and a state agency providing child support enforcement services?
Yes No
*Has the principal, or any business owned or controlled by the principal or any Associate ever obtained a direct or guaranteed loan from SBA or any other Federal agency or been a guarantor on such a loan? (This includes student loans and disaster loans.)
Yes No



-	checked the CAIVRS system to determine if this principal has outstanding Delinquent Federal Debt? No
	rincipal been identified on CAIVRS as a delinquent debtor?
Yes	No

Rapid Pro: Applicant answers eligibility questions directly, so you have in writing from them. Rapid Con: If you select, you can go no further on the application until completed by principals.

ELIGIBILITY RAPID

RAPID is a process that allows you to request Principals to submit answers to certain loan application questions to you electronically, via a separate website (not SBA One). If you choose to use this feature, you will not be able to edit this loan until the Principals have responded, or until their time to respond has expired.

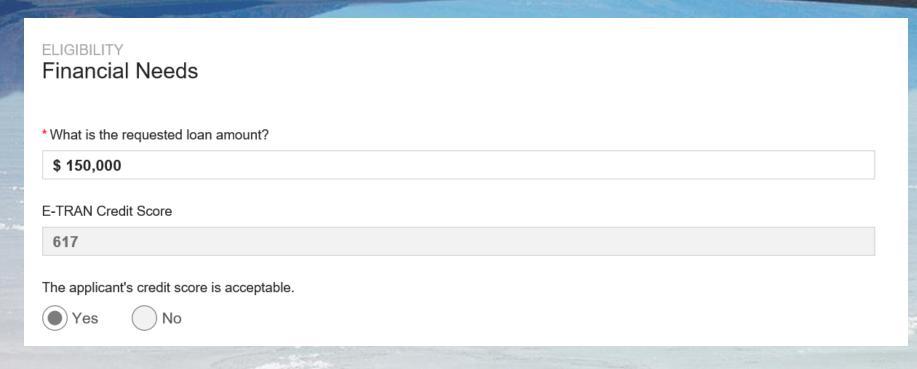
RAPID is a good choice for people who are comfortable working with computers and submitting information online. It can speed up the data collection process when dealing with responsive, tech-savvy individuals. All questions will be optional to the Principals, so further follow-ups may be required to collect all Principal-level information. Ultimately, you as the lender are still responsible for confirming the answers they provide.

Do you wish to begin the RAPID process for this loan application?

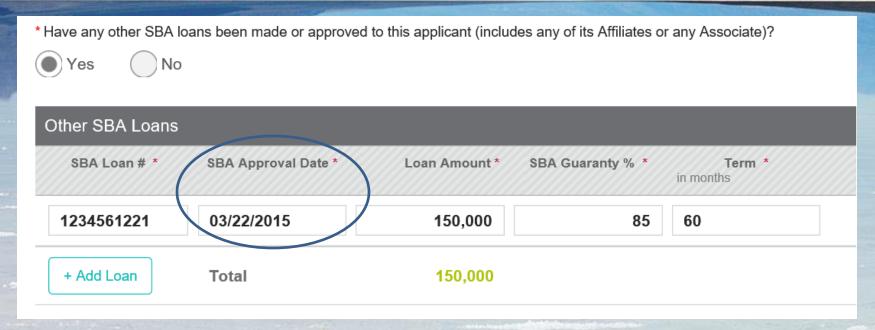
Yes











Note: if the previous loan was over 12 months maturity AND had been done in the last 90 days, the guaranty fee would not be waived, and would be based on the total amount.



Purchase Land and Improvements	Amount (\$)
Location Description	Amount (\$)
+ Add Row	0
urchase Improvements only	Amount (\$)
Location Description	Amount (\$)
+ Add Row	0
construct a Building 😥	Amount (\$)
Location Description	Amount (\$)



dd an Addition to an Existing Building 😥	Amount (\$)
Location Description	Amount (\$)
+ Add Row	0
ake Renovations to an Existing Building 😢	Amount (\$)
Location Description	Amount (\$)
+ Add Row	0
ay Off Interim Construction Loan 😢	Amount (\$)
Description	Amount (\$)
	0



An	f Lender's Interim Loan
Amo	cription
	dd Row
An	old Improvements
Amo	ation Description
	dd Row
	inery & Equipment
An	ise Equipment
1	rcise Equipment



urchase Furniture, Fixtures or Equipment (FFE)	Amount (\$)
Furniture & Fixtures	10,000
+ Add Row	10,000
Working Capital	
Purchase Inventory	Amount (\$)
Description	Amount (\$)
	0
Pay Trade or Accounts Payable	Amount (\$)
Description	Amount (\$)



Section Title – Only put Inventory here; input W/C later in section

rchase Inventory	Amount (\$)
Description	Amount (\$)
	0
y Trade or Accounts Payable	Amount (\$)

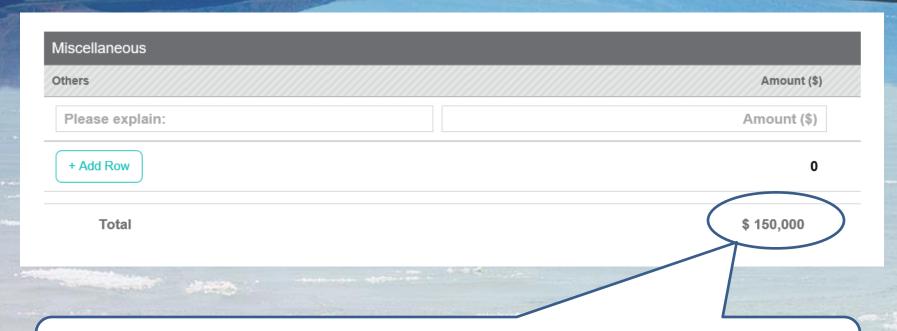


Norking Capital	Amount (\$)
40,000	40,000
	40,000
Refinancing Of Existing Debt	
ay Notes Payable - not Same Institution Debt	Amount (\$)
Payee Description	Amount (\$)
+ Add Row	0
ay Notes Payable - Same Institution Debt	Amount (\$)
Payee Description	Amount (\$)
+ Add Row	0



efinance SBA Loan - not Same Institution Debt 🔞	Amount (\$)
SBA Loan Description (include loan number)	Amount (\$)
+ Add Row	0
efinance SBA Loan - Same Institution Debt	Amount (\$)
SBA Loan Description (include loan number)	Amount (\$)
+ Add Row	0
Guaranty	
SBA Guaranty Fee 🔞	Amount (\$)
Description	Amount (\$)





Total Use of Proceeds automatically calculated. Must match loan amount entered or will not advance.



Financial Needs - Eligibility

Working Capital

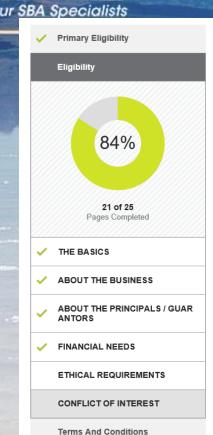
* Is the loan to provide funds for short-term working capital (or the refinancing of a short-term asset-based working capital loan.)



Only select YES if loan is short-term (less than 1 year, revolving SBA Express, or CAPLine.



Eligibility – Ethical Requirements



Lender Contact Information

ELIGIBILITY

Ethical Requirements

SBA lenders must act ethically and exhibit good character. (13 CFR §§120.140) Conduct of a lender's Associates and staff will be attributed directly to the lender. Lenders are required to notify SBA immediately upon becoming aware of any unethical behavior by its staff or its Associates. Examples of unethical behavior are found at 13 CFR §120.140.

An Associate of a Lender is i) an officer, director, key employee, or holder of 20 percent or more of the value of the Lender's stock or debt instruments; ii) an agent involved in the loan process; or iii) any entity in which one or more individuals or a Close Relative of any such individual owns or controls at least 20 percent. For purposes of this definition, the time during which an Associate relationship exists commences six months before the date of application for a loan guarantee on behalf of an applicant and continues as long as the loan is outstanding.

* No Lender, Associate or close relative of Lender has a real or apparent conflict of interest with Applicant, any of Applicant's Associates, or any of the close relatives of Applicant's Associates, or had such interest at any time during the 6 month period prior to the date of the application for guaranty. The prohibition on conflicts of interest shall continue so long as the loan is outstanding.

Ye



SBA reserves the right to deny liability on its guaranty in the event that the borrower defaults if the lender, its Associates, partner or a close relative acquires such an interest at any time during the term of the loan.

*No Lender or Associate or close relative of an Associate of the lender has a significant direct or indirect financial or other interest in the applicant, or has had such an interest within 6 months prior to the date of the application.

Yes

◯ N

SBA reserves the right to deny liability on its guaranty in the event that the borrower defaults if the lender, its Associates, partner or a close relative acquires such an interest at any time during the term of the loan.

*No Associate of a Lender is incarcerated, on parole, or on probation or is a convicted felon or has an adverse final civil judgment (in a case involving fraud, breach of trust, or other conduct) that would cause the public to question the Lender's business integrity.



Yes



Eligibility – Ethical Requirements

ELIGIBILITY Ethical Requirements * No Lender or any Associate of Lender has accepted funding from a source that restricts, prioritizes, or conditions the types of small businesses that Lender may assist under an SBA program or that imposes any conditions or requirements upon recipients of SBA assistance inconsistent with SBA's loan programs or regulations. * Neither the Applicant, an Associate of Applicant, close relative nor household member of an Associate of Applicant is required to invest in Lender. No * None of the loan proceeds will be used to acquire space in a project for which lender has issued a real estate forward commitment.



Eligibility-Conflict of Interest

Conflict Of Interest
*No SBA employee, or the household member of an SBA employee, is a sole proprietor, partner, officer, director, or stockholder with a 10 percent or more interest, of the Applicant.
Yes No
*No former SBA employee, who has been separated from SBA for less than one year prior to the request for financial assistance, is an employee, owner, partner, attorney, agent, owner of stock, officer, director, creditor or debtor of the Applicant.
Yes No
*No member of Congress, or an appointed official or employee of the legislative or judicial branch of the Federal Government, is a sole proprietor, general partner, officer, director, or stockholder with a 10 percent or more interest, or household member of such individual, of the Applicant.
Yes No



Eligibility-Conflict of Interest

ELIGIBILITY

Conflict Of Interest

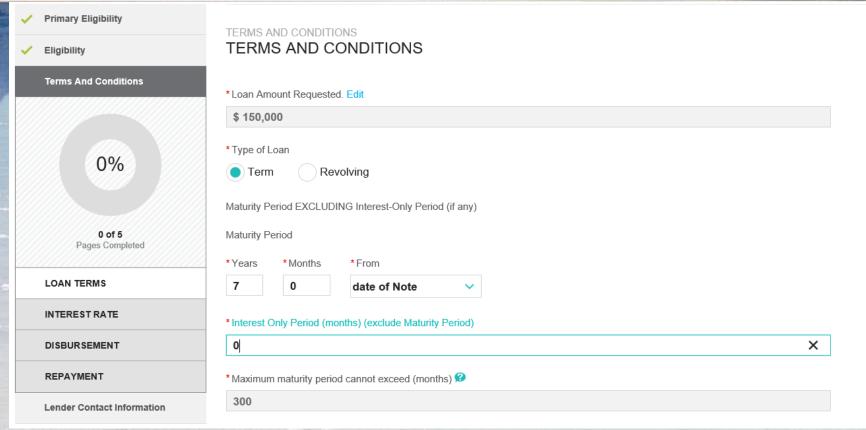
*No Government employee having a grade of at least GS-13 or high	er is a sole proprietor, general partner, officer, director, or stockholder with a 10
percent or more interest, or a household member of such individual,	of the Applicant.

(Yes	() No

* No member or employee of a Small Business Advisory Council or a SCORE volunteer is a sole proprietor, general partner, officer, director, or stockholder with a 10 percent or more interest, or a household member of such individual, of the Applicant.

Yes	No
162	() 110



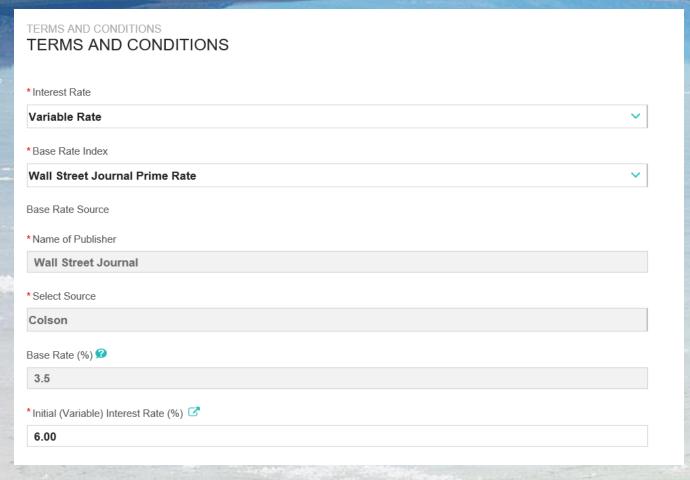




Terms & Conditions & Program Selection

* Select a Loan Program Type:		
7a Small Loan - Delegated		~
* Underwriting By		
Lender SBA		
* Program Max Loan Amount 😢		
\$ 350,000		
*Guaranty % 🚱		
85		
Credit Score		
617	For Guaranty Fee Estimator go to:	
*Guaranty Amount (\$) 🕜	Utilities in the top right of the	
\$ 127,500	screen, or	
*Guaranty Fee (\$)	sbasimplified.com/resources/forms/	
\$ 0		





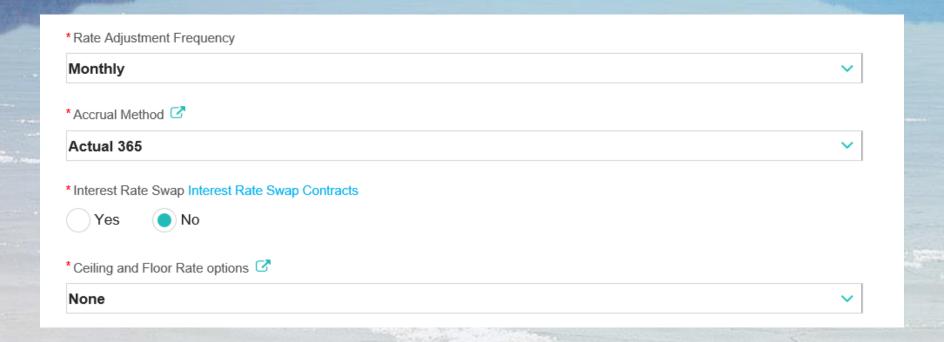


*Initial (Variable) Interest Rate (%)	
6.00	

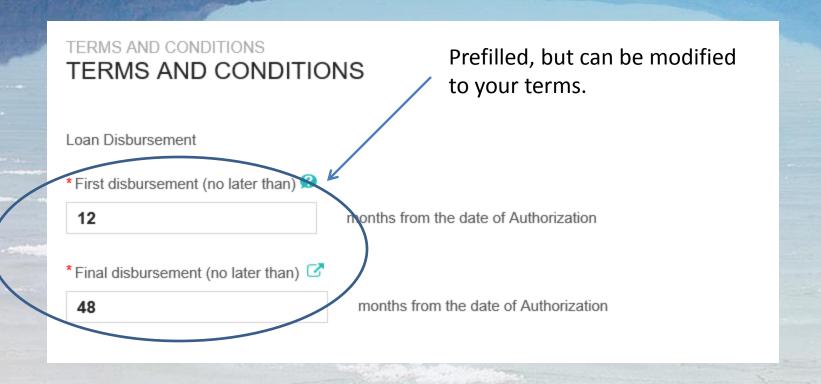
Once you input the initial rate, the program computes the spread.

Maximum allowed variable interest rate % :		
6.25		
*Spread (%)		
2.50		
Maximum Allowable Spread (%)		
2.75		

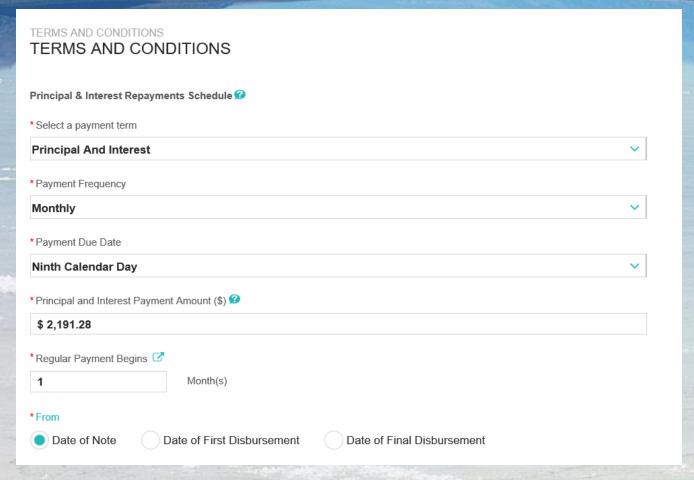




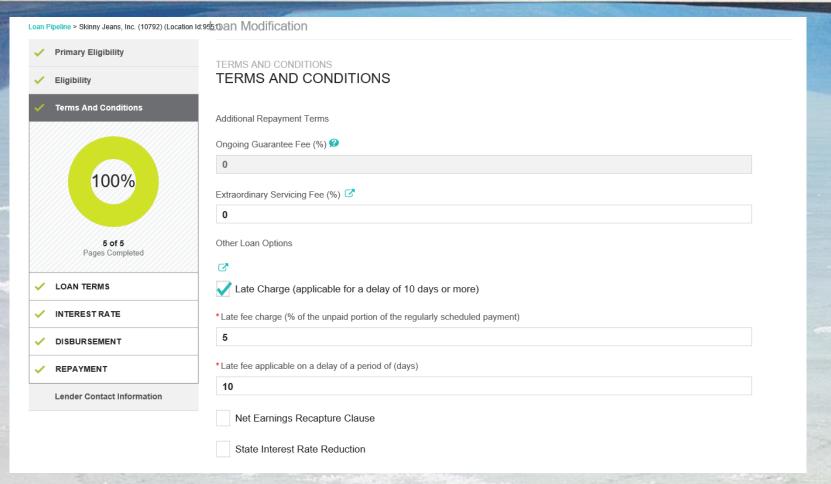






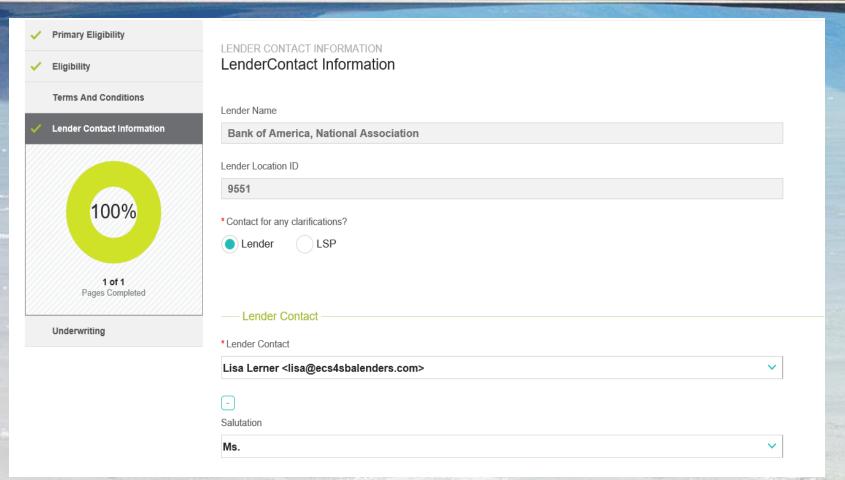








Lender Contact Information



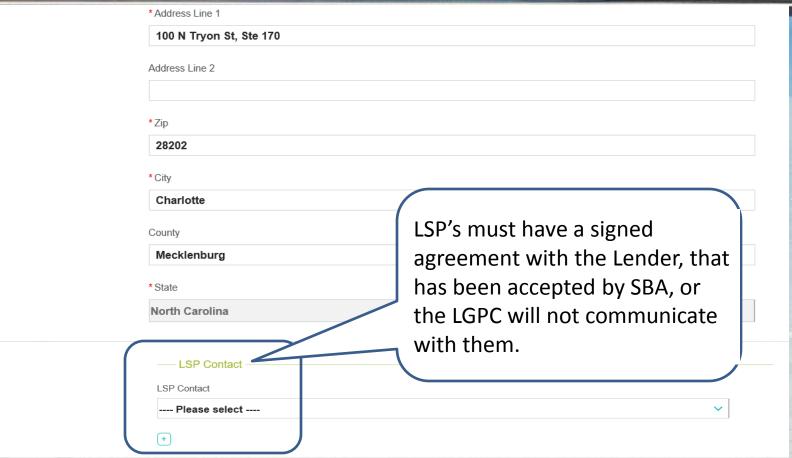


More on lender contact page

First Name
Lisa
G
Last Name
Lerner
Title
Loan Officer
Phone Number
(602) 555-5656
hone Ext
Fax
(602) 555-5657
Email
lisa@ecs4sbalenders.com
onfirm Email
lisa@ecs4sbalenders.com



Lender Contact Information





UNDERWRITING

Credit Analysis

*Loan Amount

\$ 150,000

* Program Type

7a Small Loan - Delegated

* Usage of proceeds:

Purchase Equipment, Purchase Furniture, Fixtures or Equipment (FFE), Working Capital

*Please provide a brief description of the proposed project.

Set up a new fitness center in Post Falls, ID targeted to women but open to all.



* Please provide a brief description and summary of the business.

Tammy opened her first fitness center in Coeur d'Alene because many of her female clients requested it, and has researched the feasibility of opening the 2nd facility in Post Falls with the local SBDC. She is aware that the facility must be open to men and is signing an affidavit to that effect and is aware that evidence the facility is open to men & women must be provided.

* Please discuss the Length of time the business has been under its current management and the depth of management experience in the industry and/or a related industry.

Tammy has 8 years experience working in fitness clubs as a personal trainer, and has owned her original club for one year. Previously she ran a successful gift shop with 3 employees for 5 years. Management is considered adequate.

* Please provide the brief description of management team:

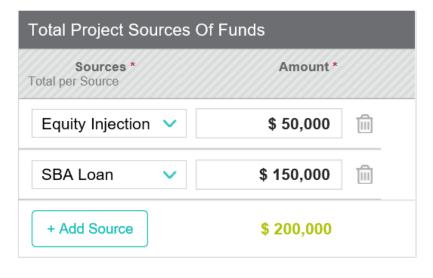
Tammy's sister Jennifer Jones is a CPA, and will be handling the finance

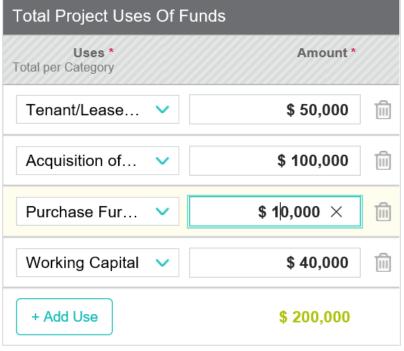
Text boxes cannot be left blank, but you can put see Credit memo if desired for now.

*Please comment on Lender's analysis of Owners/Guarantors, including personal financial statements, consistent with lender's similarly-sized non-SBA quaranteed commercial loans.

Analysis of Global Cash Flow enclosed. Tammy lends no secondary support, but has a significant amount of risk. Equity exceeds RMA for this type of business. Same analysis done on this loan as on Lender's other similarly-sized non-SBA guaranteed commercial loans.





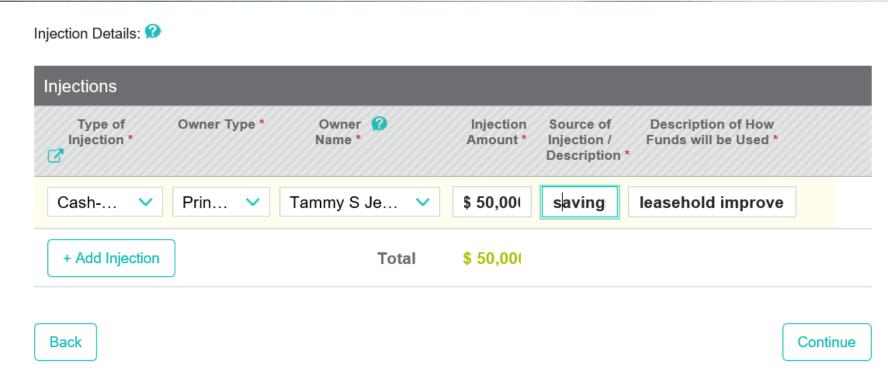


* Is the Lender requiring an equity injection on this loan?











UNDERWRITING Credit Analysis * Are there any other loans on Standby? No (Yes * Are the Borrower's equity and Pro Forma Debt/Worth acceptable based on its policies and procedures for its similarly-sized, non-SBA guaranteed commercial loans? Yes No * Does the applicant have any existing debt? Debt Schedule No (Yes * Has the lender confirmed that none of the Lender's employees or agents have been debarred by accessing the SAM website? 🗹 (Yes No



Please indicate your financial statement reporting requirements and loan covenants for this loan:	
* Borrower (or Operating Company, if EPC) must furnish	
Compiled	~
year-end statements to Lender within [number of days, default is 120] days of fiscal end.	
* Number of days	
120	
Please select all desired covenants:	
Fixed Asset Limitation	
Location Limitation	
Limitation on Compensation	
Write your own	
Please comment on any issues you feel pertinent to approval of this loan	

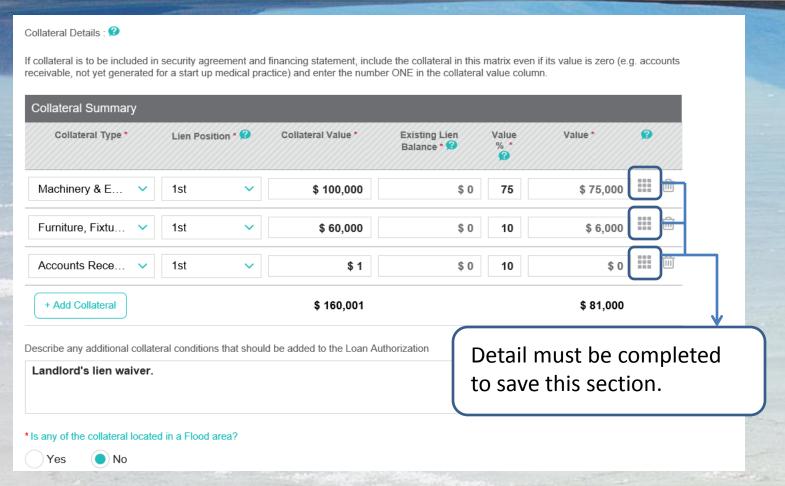


Underwriting-Collateral

Program Type 7a Small Loan - Delegated Usage of proceeds: Purchase Equipment, Purchase Furniture, Fixtures or Equipment (FFE), Working Capital Is lender securing a First Security Interest in all assets being purchased with loan proceeds? Yes No Is the lender securing best available lien on all other business fixed assets? Yes No Is lender requiring the same assets as security as it would if the loan was not guaranteed by SBA? Yes No Additional Comments on Collateral, including Adequacy: None	*Loan Amount	
To Small Loan - Delegated Usage of proceeds: Purchase Equipment, Purchase Furniture, Fixtures or Equipment (FFE), Working Capital Is lender securing a First Security Interest in all assets being purchased with loan proceeds? Yes No Is the lender securing best available lien on all other business fixed assets? Yes No Is lender requiring the same assets as security as it would if the loan was not guaranteed by SBA? Yes No Additional Comments on Collateral, including Adequacy:	\$ 150,000	
Usage of proceeds: Purchase Equipment, Purchase Furniture, Fixtures or Equipment (FFE), Working Capital Is lender securing a First Security Interest in all assets being purchased with loan proceeds? Yes No Is the lender securing best available lien on all other business fixed assets? Yes No Is lender requiring the same assets as security as it would if the loan was not guaranteed by SBA? Yes No Additional Comments on Collateral, including Adequacy:	* Program Type	
Purchase Equipment, Purchase Furniture, Fixtures or Equipment (FFE), Working Capital Is lender securing a First Security Interest in all assets being purchased with loan proceeds? Yes No Is the lender securing best available lien on all other business fixed assets? Yes No Is lender requiring the same assets as security as it would if the loan was not guaranteed by SBA? Yes No Additional Comments on Collateral, including Adequacy:	7a Small Loan	- Delegated
Is lender securing a First Security Interest in all assets being purchased with loan proceeds? Yes No Is the lender securing best available lien on all other business fixed assets? Yes No Is lender requiring the same assets as security as it would if the loan was not guaranteed by SBA? Yes No Additional Comments on Collateral, including Adequacy:	* Usage of proceeds	s:
No Is the lender securing best available lien on all other business fixed assets? Yes	Purchase Equi	pment, Purchase Furniture, Fixtures or Equipment (FFE), Working Capital
Yes No Additional Comments on Collateral, including Adequacy:	Yes * Is the lender secur	No ring best available lien on all other business fixed assets?
None	Additional Commen	ts on Collateral, including Adequacy:
	None	

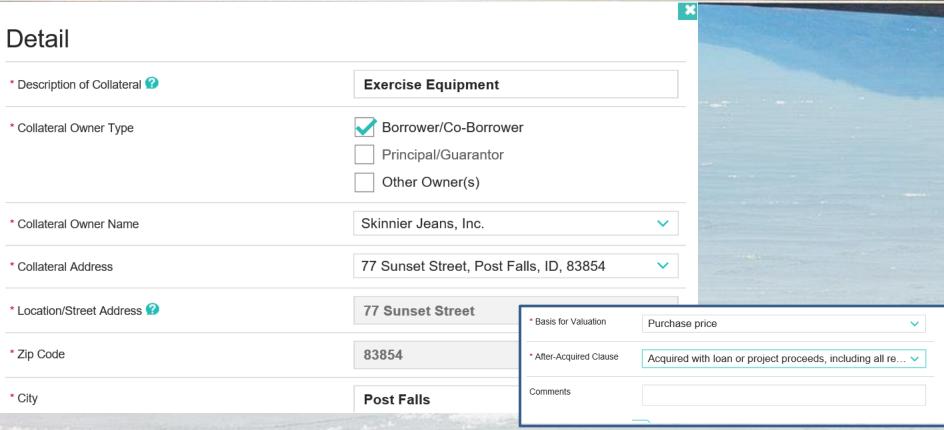


Collateral Details





Collateral Detail





Underwriting-Collateral

3/11	mplified			
Your	SBA Specialists			
	UNDERWRITING Collateral General * Is the business/collateral located on leased premise	s?		
	Yes No	*Leased Premises Address		
	*How many of the business locations are leased?	77 Sunset Street, Post Falls, ID 83854		
		* Please select one of the lease terms below to include in the loan	authorization. F	Reference guidance to ensure term m
	ne in organization in the community of t	Lease for the term of the loan		
		*Are there fixtures (attached to the property) or equipment installed Yes No	d to the building	g? ②
		* By selecting one of the choices below, show how you are protect	ting the collatera	al on leased premises from a landlord
		Lender is obtaining a Collateral Assignment of Lease		
*		Lessor's interest, if any, in this property; (2) Provide Lessor's and (3) Allow Lender the right to take possess	ender written r	notice of default and reasonable
		Lender has not obtained a Landlord's Lien Waiver or A	Assignment	2



Insurance

Insurance Insurance	
*Program Type 7a Small Loan - Delegated	
*Has Lender followed its internal policy for similarly sized non-SBA guaranteed loans concerning securing life Yes No Collateral Type Selected: PERSONAL PROPERTY	e insurance?
Machinery & Equipment (new) Furniture, Fixtures & Leasehold Improvement/Tenant Improvements Accounts Receivable Hazard Insurance will be required for this loan.	Select Other Insurance Types(as applicable) Life Insurance Flood Insurance Product Liability Insurance Liability Insurance



Hazard Insurance

Insurance Hazard Insurance
*Is there any collateral (Real Estate & Personal Property) where the required Hazard insurance will not be obtained?
Yes No
Additional Coverage
Collateral Type :
PERSONAL PROPERTY
*Please select one:
Coverage is in the amount of the full replacement cost.
Coverage is for the maximum insurable value (full replacement cost insurance is not available)
Coverage as defined in lender's policies, if different.
*Insurance coverage contains a LENDER LOSS PAYABLE CLAUSE (or substantial equivalent) in favor of the lender.
Yes No
Additional Details



Life Insurance

Insurance

Life Insurance

Please provide the details of the insurance in the table below

Life Insurance

Insured Individual Name *

Insured Amount (\$) *

Tammy S. Jeans

\$ 150,000





When Input is Complete

You have reached the end of the loan details. Please review the left pane now - If any loan section from Primary Eligibility to Insurance does not have a green check mark, please review and complete that section now.

If all of the sections are complete, go to the Documents tab at the upper right of the screen. Once there, you must select the loan where you may generate, review and send the documents for signature. You may also add any documents that may be missing (using the Edit & Upload icon).

Finally, you may also review the Draft Loan Authorization (tab 3) to make sure that the terms of the loan are what you had anticipated.

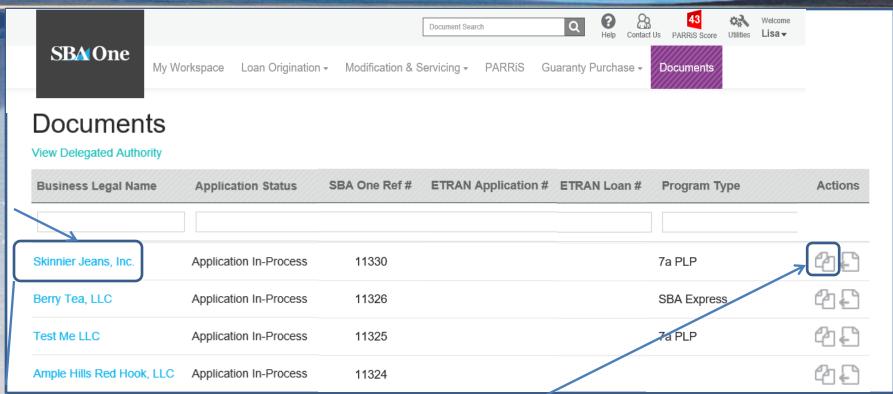
Once you have the documents signed, please select "Validate E-Tran and view E-TRAN response". Once validated (there are no E-TRAN errors), you may select "Submit to E-Tran". E-Tran's response will be almost immediate and you can view the approval via E-TRAN response. You will be able to proceed to Closing once the loan is approved and an E-Tran loan number is posted.

Review Loan

View Documents



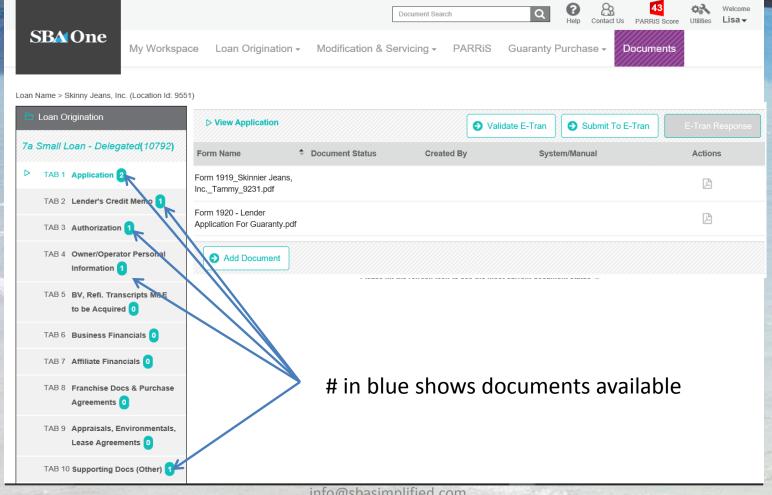
How to get documents



- If you select the "2 pages icon", the program will make a copy of the loan.
- Icon with arrow moves a loan.
 - Select the NAME in blue.

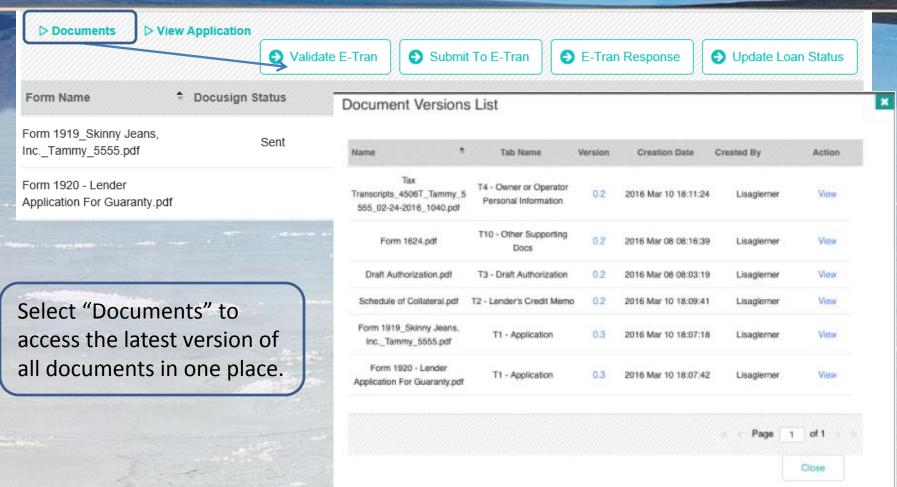


Getting Documents



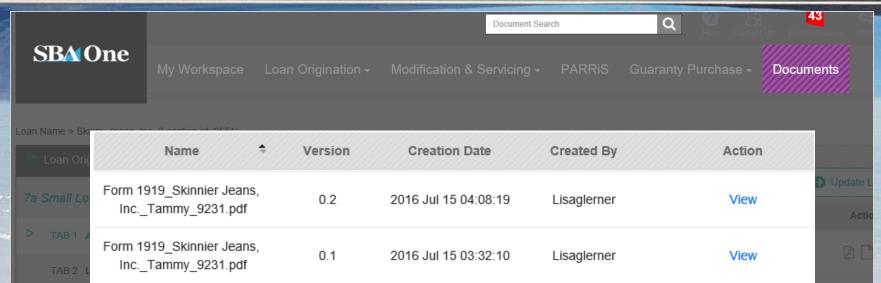


Getting Documents





Viewing Documents



Generation of the document has been initiated.Please click on refresh icon after sometime to check the status.

Ok





SBA 1919



OMB Control No.: 3245-0348

BORROWER INFORMATION FORM Expiration Date: 04/17/2017

For use with all 7(a) Programs

The purpose of this form is to collect identifying information about the applicant, loan request, indebtedness, information about the principals, information about current or previous government financing, and certain other disclosures. The information also facilitates background checks as authorized by Section 7(a)(10) of the Small Business Act, 15 U.S.C. 636 (a)(1)(B). This form is to be completed by the Small Business Applicant and businets on an SBA Participal Lender.

To be completed by the following:

(With the exception of guarantors, all parties listed below are considered "Associates" of the small business applicant.)

- For a sole proprietorship, the sole proprietor;
- For a partnership, all general partners and all limited partners owning 20% or more of the
- \bullet For a corporation, all owners of 20% or more of the corporation and each officer and director
- For limited liability companies (LLCs), all members owning 20% or more of the company, each officer, director, and managing member;
- \bullet Any person hired by the business to manage day-to-day operations; and
- Any other person who is guaranteeing the loan, if required by SBA.

For clarification regarding any of the questions. you should contact the SBA Participating Lender that will be processing the loan request.

NAME OF BUSINESS APPLYING FOR LOAN ("APPLICANT"): Skinny Jeans, Inc.

YOUR NAME: Tammy S Jeans TITLE: President

SOCIAL SECURITY NUMBER: 312-52-5555 DATE OF BIRTH: 02/17/1975

PLACE OF BIRTH (City & State or Foreign Country): Pueblo Colorado

Veteran**	l=Non-Veteran; 2=Veteran-Other; 3=Service-Disabled Veteran; 4=Not Disclosed.
Gender**	M=Male; F=Female; N=Not Disclosed
Race**	1=American Indian or Alaska Native; 2=Asian; 3=Black or Affican-American; 4=Native Hawaiian or Pacific Islander; 5=White; X=Not Disclosed
Ethnicity**	H=Hispanic or Latino; N=Not Hispanic or Latino; Y=Not Disclosed
	atners, officers, directors, all holders of outstanding stock. 100% of ownership must be shown. Use separate

 Owner
 % Owned
 Veteran
 Gender
 Race
 Ethnicit

 Tammy S Jeans
 100
 1
 F
 5
 N

 $^{\pm\pm}$ The gender/race/ethnicity/veteran data is collected for program reporting purposes only. Disclosure is voluntary and has no bearing on the credit decision.

ALL QUESTIONS MUST BE ANSWERED AND ARE SUBJECT TO VERIFICATION BY SBA

- (4) Has an application for the loan you are applying for now ever been submitted to SBA or to a



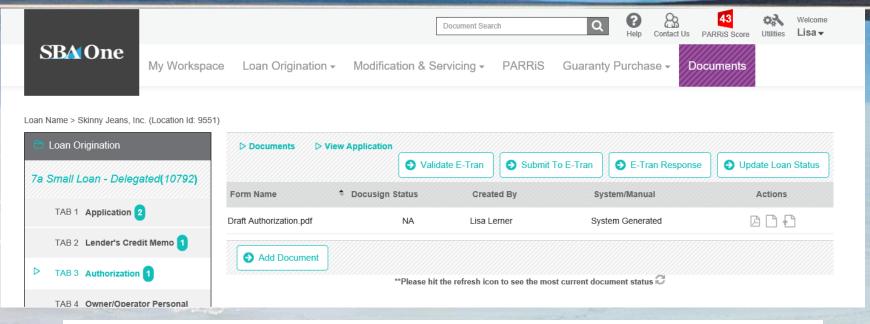
SBA 1920

Check to make sure it matches what you wanted before you submit to E-Tran!

					B Control No.: 3245-0348 spiration Date: 04/17/2017	
LENDER'S APPLICATION FOR GUAR	NEW FOR A	T 5(-) DD	OCT 130		•	
The purpose of this form is to collect identifying informatinformation such as the number of jobs created or retain use of proceeds.	tion regarding	the lender	loan teri	ns, use of		
This entire form is to be completed, signed and dated by delegated lenders must submit this form electronically to through the website at						
http://www.sba.gov/aboutsba/sbaprograms/elending/lgp-	/index.html.	Delega	ted lender	rs comple	te the form and	
retain it in the loan file.			_		_	
	ort Express (Ret			No) [X 7(a) Small Loan -	
Standard 7(a) CLP Community Advantage	PLI		EWCP			
CAPLines: Yes No If yes, Seasonal Bui	ders Contr	act W	orking Ca	pital		
Small Business Borrower Name: Skinny Jea	is, Inc.					
Sole Proprietorship Partnership	X Corporati	ion	LLC		Other	
Trade Name (dba): Curvy Girls		(if n	o trade nai	ne, enter '	'NA")	
Borrower Contact: Mr. X Ms. First Tan	my	MI	S Last	Jeans		
Borrower Street: 1350 Sherman Avenue						
Borrower City: Coeur D Alene		Воггоwе	r County:	Kooten	ai	
Borrower State, Zip Code: Idaho 83814		•	r Phone #:	208555	55555	
Borrower Tax ID #: 242493993		(if availa	ble)			
Owners SS #: 312525555	1					
Lender Name: Bank of America, National Associa	tion I	ender ID #	: 9	551		
		1				
Lender Contact: Mr. X Ms. First Lisa		MI G	Last L	emer		
Lender Contact Phone #: 6025555656	Lender (Contact Em	ail: lisa	@ecs4sbal	enders.com	
Lender Address: 100 N Tryon St, Ste 170,Char	otte,Mecklenbu	rg,NC,2820	12			
		_				
Loan Amount:\$ \$150,000.00 SBA Guaranty %	85	Loan T	erm in#o	f Months:	84	
Interest Rate: X Prime rate* = 3.5	+ Spread=		_	6.00		
X Variable LIBOR (1 month) + 3.0% * = SBA Peg Rate * =	+ Spread = + Spread =	Variable Inte Variable Inte		_		
Other ** =	+ Spread=	Variable Inte	rest Rate:			
Payment Amount: 2191.28 Fixed Base Rate* =	_ Rate Adjustm + Spread=			fouthly		
Fixed Base Rate* =+ Spread = Fixed Interest Rate: 2nd Fixed Base Rate*+ Spread = Fixed Interest Rate:						
*in effect on the first business day of the mon	h as identified in a n	national financ	ial newspap	er or SBA pu	blication	
**Only SBA Express, Export Express, and F	CP loans may have	a base rate o	her than the	three allows	ble base rates.	
Exporter? Yes No X If yes, amount in export	sales applicant l	as projecte	d loan wil	ll support	5	
X New Business (2 years or less) Existing Business (1	om than 2 man ald	i)		ange of Own	ership***	
	tore man 1 years on	,				
SBA Form 1920 (Revised 4/14) 1	iore man 1 years on	,				



Draft Authorization



Name 💠	Version	Creation Date	Created By	Action	
Draft Authorization.pdf	0.2	2016 Mar 08 08:03:19	Lisaglerner	View	^
Draft Authorization.pdf	0.1	2016 Mar 02 19:59:08	Lisaglerner	View	

Note: Every time you view a document it creates a new version. Use the most recent.



Draft Authorization



U.S. Small Business Administration AUTHORIZATION

(SBA GUARANTEED LOAN)

SBA Loan #	7 <u>578375006</u>
SBA Loan Name	Curvy Girls 2
Approval Date	July 15,2016

Lender:

Bank of America, National Association 100 N Tryon St, Ste 170

Charlotte, NC 28202

U. S. Small Business Administration (SBA):

Small Business Administration 409 3rd St. SW Washington DC 20416

SBA approves, under Section 7(a) of the Small Business Act as amended, Lender's application, received <u>July 15,2016</u>, for SBA to guarantee <u>85%</u> of a loan ("Loan") in the amount of <u>\$150,000.00</u> to assist:

Borrower:

Skinnier Jeans, Inc. Curvy Girls 2 (dba) 77 Sunset Street Post Falls, ID 83854

All requirements in the Authorization which refer to Borrower also apply to any Co-Borrower.

A. THE GUARANTEE FEE IS \$0.00

Lender must pay the guarantee fee within 90 days of the approval date of this Authorization. Failure to timely pay the guarantee fee will result in cancellation of the SBA guarantee. The 90-day deadline may not be extended. Lenders are

No guarantee fee on this one since only \$150,000.



SBA Authorization

- Authority to Conduct Business Evidence that Borrower and Operating Company have an Employer
 Identification Number and all insurance, licenses, permits and other approvals necessary to lawfully operate the business.
 - Flood Hazard Determination A completed Standard Flood Hazard Determination (FEMA Form 81-93).
 - Lease— Current lease(s) on all business premises where collateral is located at 1350 Sherman Avenue, Coeur d'Alene, ID 83814 with term, including options, at least as long as the term of the Loan.

Injection

Lender must obtain evidence that prior to disbursement:

1 Cash Injection- At least \$50,000.00 by way of Cash-Personal has been injected into the business as equity capital. This cash is for Leasehold improvements.

Information entered into the Program shows up in the authorization.



Draft Authorization in Word



U.S. Small Business Administration

AUTHORIZATION

(SBA GUARANTEED LOAN)

SBA Loan #		
SBA Loan Name	CILLA A CITTO	
Approval Date		

Lender:

Bank of America, National Association 100 N Tryon St, Ste 170 Charlotte, NC 28202 U. S. Small Business Administration (SBA): Small Business Administration 409 3rd St. SW Washington DC 20416

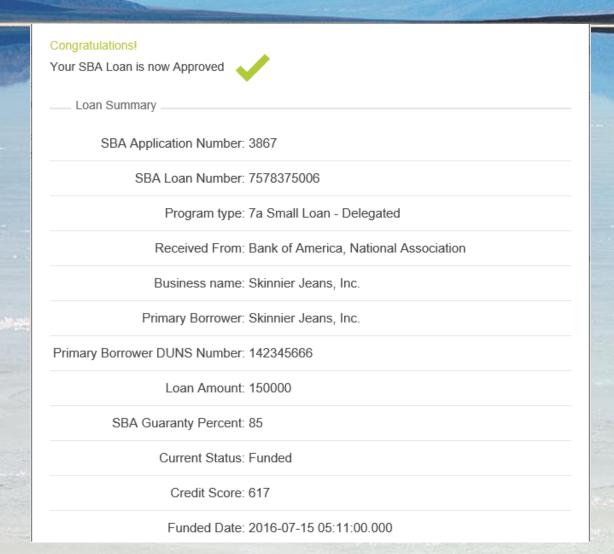
SBA approves, under Section 7(a) of the Small Business Act as amended, Lender's application, received, for SBA to guarantee 85% of a loan ("Loan") in the amount of \$150,000.00 to assist:

Borrower:

1 Skinny Jeans, Inc.
Curvy Girls
1350 Sherman Avenue
Coeur D Alene, ID 83814



Your Loan is Funded!





If Going to the LGPC

- Lender must upload ALL documents and financial statements according to the normal 10-Tab Format
- Use naming convention noted on SBA website.
- Upload your internal credit memo under Tab 2.





If Going to the LGPC

If you don't upload all necessary documents you will see:



Kindly manually upload, or generate and get the below forms eSigned before submitting the loan to E-Tran. All these documents should have completed status before the loan can be submitted to E-Tran.

T1 - Application : Form 1919_The Gift Corner, LLC_Billy_9999.pdf

T1 - Application: Form 1920 - Lender Application For Guaranty.pdf

T2 - Lender's Credit Memo : Lenders Credit Memo.pdf

T2 - Lender's Credit Memo : Schedule of Collateral.pdf

T4 - Owner or Operator Personal Information : Personal Financial Statements (SBA 413).pdf

T6 - Applicant's Business Financials : Business Financial Statement.pdf

T10 - Other Supporting Docs : CAIVRS Report_The Gift Corner, LLC_7898.pdf

T10 - Other Supporting Docs : CAIVRS Report_The Gift Corner, LLC_Billy_9999.pdf

OK



Schedule of Collateral

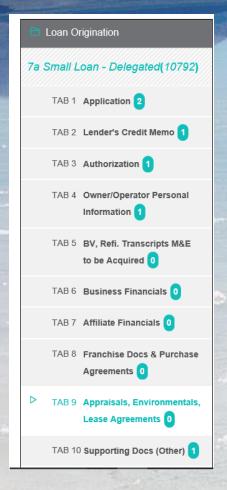
- Tab 2 Lender Credit Memo contains only the Schedule of Collateral at this time. Credit memo pending.
- Good idea to check to make sure it matches your internal credit memo.

Schedule of Collateral

Collateral Type	Collateral Description	Collateral Owner Name	Lien Position	Collateral Values	Existing Lien Balance(s)	Existing Lien Holder Name(s)	Value %	Value
Machinery & Equipment (new)	Exercise equipment	Skinny Jeans, Inc.	1st	\$100,000.00	0		75	\$75,000.00
Furniture, Fixtures & Leasehold Improvement/Tenant Improvements	Leasehold Improvements, furniture, office equipment	Skinny Jeans, Inc.	1st	\$60,000.00	0		10	\$6,000.00
Accounts Receivable	Accounts Receivable	Skinny Jeans, Inc.	1st	\$1.00	0		10	\$0.00



Completing the Tabs



• Tab 4 – Wants to know what returns are being requested and the dates so it can prepare an IRS 4506T if desired.

Tax Form Number :	1040	
Tax Period 1 :	12/31/2015 🛗	
Tax Period 2 :	12/31/2014 🏥	
Tax Period 3 :	12/31/2013 🏥	
Tax Period 4 :		
		7
	Submit	



IRS 4506T – System Generated

Form 4506(Rev. September 2015)
Department of the Treasury
Internal Revenue Service

Request for Transcript of Tax Return

- Do not sign this form unless all applicable lines have been completed.
- Request may be rejected if the form is incomplete or illegible.
 For more information about Form 4506-T, visitwww.irs.gov/form4506t.

OMB No. 1545-1872

Tip. Use Form 4506-T to order a transcript or other return information free of charge. See the product list below. You can quickly request transcripts by using our automated self-help service tools. Please visit us at IRS.gov and click on "Get a Tax Transcript..." under "Tools" or call 1-800-908-9946. If you need a copy of your return, us&orm 4506, Request for Copy of Tax Return. There is a fee to get a copy of your return.

1a Name shown on tax return. If a joint return, enter the name shown first.	1b First social security number on tax return, individual taxpayer identification number, or employer identification number (see instructions)
Tammy S Jeans	312525555
2a If a joint return, enter spouse's name shown on tax return.	2b Second social security number or individual taxpayer identification number if joint tax return

- 3 Current name, address (including apt., room, or suite no.), city, state, and ZIP code (see instructions)
- 4 Previous address shown on the last return filed if different from line 3 (see instructions)
- 5 If the transcript or tax information is to be mailed to a third party (such as a mortgage company), enter the third party's name, address, and relephone number.

Caution: If the tax transcript is being mailed to a third party, ensure that you have filled in lines 6 through 9 before signing. Sign and date the form once you have filled in these lines. Completing these steps helps to protect your privacy. Once the IRS discloses your tax transcript to the third party listed on line 5, the IRS has no control over what the third party does with the information. If you would like to limit the third party's authority to disclose your transcript information, you can specify this limitation in your written agreement with the third party.

- 6 Transcript requested. Enter the tax form number here (1040, 1065, 1120, etc.) and check the appropriate box below. Enter only one tax form number per request. ► 1040
- a Return Transcript, which includes most of the line Items of a tax return as flied with the IRS. A tax return transcript does not reflect changes made to the account after the return is processed. Transcripts are only available for the following returns: Form 1040 series, Form 1056, Form 1120-I, Form 1120-I, Form 1120-I, and Form 1120-S. Return transcripts are available for the current year and returns processed during the prior 3 processing years. Most requests will be processed within 10 business days.
- b Account Transcript, which contains information on the financial status of the account, such as payments made on the account, penalty assessments, and adjustments made by you or the IRS after the return was filed. Return information is limited to items such as tax liability and estimated tax payments. Account transcripts are available for most returns. Most requests will be processed within 10 business days
- Record of Account, which provides the most detailed information as it is a combination of the Return Transcript and the Account Transcript. Available for current year and 3 prior tax years. Most requests will be processed within 10 business days
- Verification of Nonfiling, which is proof from the IRS that you did not file a return for the year. Current year requests are only available after June 15th. There are no availability restrictions on prior year requests. Most requests will be processed within 10 business days
- 8 Form W-2, Form 1099 series, Form 1098 series, or Form 5498 series transcript. The IRS can provide a transcript that includes data from these information returns. State or local information is not included with the Form W-2 information. The IRS may be able to provide this transcript information for up to 10 years. Information for the current year is generally not available until the year after it is flied with the IRS. For example, W-2 information for 2011, flied in 2012, will likely not be available from the IRS until 2013. If you need W-2 information for retirement purposes, you should contact the Social Security Administration at 1-800-772-1213. Most requests will be processed within 10 business days

Caution: If you need a copy of Form W-2 or Form 1099, you should first contact the payer. To get a copy of the Form W-2 or Form 1099 filed with your return, you must use Form 4506 and request a copy of your return, which includes all attachments.

9 Year or period requested. Enter the ending date of the year or period, using the mm/dd/yyyy format. If you are requesting more than four years or periods, you must attach another Form 4506-T. For requests relating to quarterly tax returns, such as Form 941, you must enter each quarter or tax period separately.

| 12 / 31 / 2015 | 12 / 31 / 2014 | 12 / 31 / 2013 | / /

Caution: Do not sign this form unless all applicable lines have been completed

Signature of taxpayer(s). I declare that I am either the taxpayer whose name is shown on line 1a or 2a, or a person authorized to obtain the tax information requested. If the request applies to a joint return, at least one spouse must sign. If signed by a corporate officer, I percent or more shareholder, partner, managing member, guardian, tax matters partner, executor, receiver, administrator, trustee, or party other than the taxpayer, I certify that I have the authority to execute Form 4506-T on behalf of the taxpayer. Note: For transcripts being sent to a third party, this form must be received within 12d days of the signature date.

Signatory attests that he/she has read the attestation clause and upon so reading declares that he/she has the authority to sign the Form 4506-T. See instructions.

Phone number of taxpayer on line 1a

info@sbasimplified.com

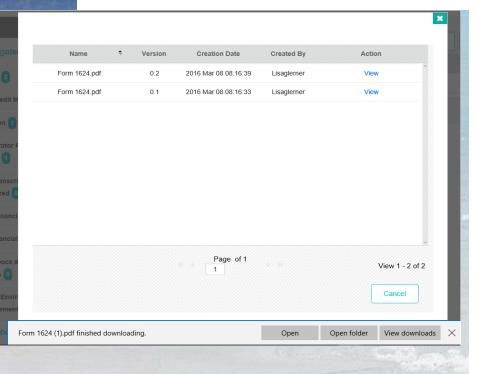
- Can be sent to DocuSign for customer electronic signature and edited before sending to IRS.
- •Need to add Lender information to return information to, and previous addresses, if any.

Туре	Name	Email	Access Code	How to communicate
Principal			355583	via Email In Person



SBA 1624-System Generated

Tab 10 – SBA 1624 prepared for signature



	Certification Regarding Debarment, Suspension, Ineligibility and Voluntary Exclusion Lower Tier Covered Transactions
CFR Part 145.	ation is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 13 The regulations were published as Part VII of the May 26, 1988 Federal Register (pages 19160-19211). egulations may be obtained by contacting the person to which this proposal is submitted.
	(BEFORE COMPLETING CERTIFICATION, READ INSTRUCTIONS ON REVERSE)
(1)	The prospective lower tier participant certifies, by submission of this proposal, that neither it nor its principals are presently debarred, suspended, proposed for disbarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.
(2)	Where the prospective lower tier participant is unable to certify to any of the statements in this certification, such prospective participant shall attach an explanation to this proposal.
Business Nan	Skinny Jeans, Inc.
Date	By Name and Title of Authorized Representative
	Signature of Authorized Representative



Final Authorization

- SBA One sends an email with Authorization number when approved.
- Print final authorization and have signed.
- The Lender is still responsible for preparing the Borrower's Certification & inserting applicable paragraphs. (example: Credit Cards all used for business.)
- After approval, you have the option of printing what you put into the system before moving on to the Closing Section.



SBA One – Known Issues

- Simple to copy a loan, but no way yet to delete it.
 The only way to tell the difference is the Control #.
- Some loans submitted as PLP are going to the LGPC for review.
- Must enter \$1 or more on collateral in table: (E-Tran will not accept a zero value.)
- Use of Proceeds in E-Tran doesn't always match input.
- Lease answers are not being retained.



SBA One – Known Issues (cont'd)

- Interface between third party software vendors and SBA One in process but not available now. Short-run solution: Duplicate data entry.
- Credit score for Small Loan program no longer available at the beginning.
- Credit Score "NULL" check to make sure the correct full address has been added. If it has, enter the DUNS number if you have not already done so. If test region, OK to use Dummy number.



Remember – SBA One is

- A Work in Progress –Contact <u>sba.one@bnymellon.com</u> if you find issues or errors.
- A timesaving tool; a gathering portal
- Not a substitute for the SOP
- Input in SBA One populates SBA forms, the authorization & other SBA documentation.
- Collateral ALL Collateral must be input into the table to appear in the loan authorization



Questions?

How to Reach Us:



Upcoming Webinars:

August 30th – SBA One & Eligibility October 11th –SBA One & Collateral

Register at: www.sbaSimplified.com



Main Phone: (509) 863-7246

SBA Simplified members direct phone #'s:

• Pat Johnson: (509) 413-2494

Lisa Lerner: (602) 684-5521

• Coralie Myers: (509) 863-7246



Contact Information

SBA WV District Office

- Rick Haney, Lender Relations Specialist
 304.623.7449 or Richard. Haney@sba.gov
- Leo Lopez, Lender Relations Specialist
 304.347.5220 or Leopoldo.Lopez@sba.gov

Or contact the Lender Relations Specialist from your local SBA District Office.